

Form ADV, Part 3 (Form CRS) – Client Relationship Summary
May 1, 2020

Introduction

Kyle Financial Services, Inc. is an investment advisor registered with the Securities & Exchange Commission. Brokerage and investment advisory services differ, so it is important to understand the differences. Free and simple tools are available to research firms and financial professionals at www.Investor.gov/CRS, which provides educational materials about broker-dealers, investment advisors, and investing.

What investment services and advice can you provide me?

Our firm provides investment advisory, financial planning, tax, estate planning, and trust administration services to retail investors. As of December 31, 2019 we managed \$262 million in marketable investments for clients. We help clients gain clarity about their ability to retire. We help clients choose investment allocations and investment products, and our investment recommendations are tailored to clients' individual objectives. Our clients' investments are held by an outside brokerage/custodian, Charles Schwab & Co., Inc. ("Schwab"). We are NOT affiliated with Schwab, and we receive no commissions from Schwab or from funds that we purchase through Schwab. As such, our advice regarding investment products is unbiased, and is NOT limited to proprietary products.

Our clients authorize us to trade in their Schwab accounts as we see fit, and to withdraw our fees quarterly. We monitor clients' investments weekly, and offer to meet quarterly, although clients can call us anytime. We are NOT "stock pickers". We implement clients' investments using baskets of stocks and bonds referred to as exchange-traded funds ("ETF's") and mutual funds. We recommend a range of funds including actively-managed funds that actively trade stocks and bonds based on research, and passively-managed funds that strive to track various market indexes. We accept minimum client investments of \$500,000.

What fees will I pay?

We are **fee-only advisors**, which means that we do NOT sell investment products. Our only source of compensation is fees from our clients for advisory services. Our investment advisory fees are charged as a percentage of the investment assets managed based on the following schedule:

Assets From	Assets To	Annual Fee
\$ 0	\$ 1,500,000	0.70%
1,500,001	5,000,000	0.35%
5,000,001		0.25%

Our investment fees are charged quarterly AFTER the close of each quarter. For example, if client investment assets had a value of \$750,000 at the end of a quarter, our investment fee for that quarter would be calculated as follows: \$750,000 value times 0.70% fee divided by 4 quarters = \$1,312.50 for the quarter.

Accounts of family members can be combined to achieve a "family discount" on fee break-points in the schedule above. In certain cases, fees are negotiable and clients' fees may be different from the standard schedule above. Fees for tax or trust administration services are charged separately from investment fees.

In addition to our advisory fees, clients may incur transaction costs on trades, although Schwab no longer charges commissions for equity trades, and many mutual funds trade at no transaction cost. The maximum transaction cost for a mutual fund trade at Schwab is \$25. Schwab does not charge any fees to act as custodian of the investments. Clients also pay fees to the investment fund providers (ETF's and mutual funds), but we have no incentive to recommend expensive funds because we do NOT sell investment products. Clients are also responsible for any taxes resulting from securities transactions.

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Note that you will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying.

What are your legal obligations to me when acting as my investment advisor? How else does your firm make money and what conflicts of interest do you have?

When we act as your investment adviser, we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide you. Here are some examples to help you understand what this means.

Since we don't sell investment products, our advice on investment funds is unbiased. The only conflicts of interest that we have with clients are cases in which clients ask questions that may affect the amount of assets that we manage. For example, if a client asks if she should pay off her mortgage, that's a conflict, because paying down the mortgage would likely reduce the assets that we manage and reduce our fees. Similarly, if a client asks if he should buy a private rental property, that constitutes a conflict, because it may reduce the assets that we manage and reduce our fees. In all cases, however, we have a fiduciary duty to place clients' interests above all others.

How do your financial professionals make money?

Our financial professionals are paid salaries and benefits. Bonuses may be paid based on overall company profitability. We do NOT sell investment products, so our professionals do not receive commissions and have no conflicts of interest when recommending investment funds. As discussed above, the only potential conflict of interest arises when clients ask questions that may affect the assets that we manage. In all cases, we embrace our fiduciary duty to place clients' interests above all others.

Do you or your financial professionals have legal or disciplinary history?

No. Visit www.investor.gov/CRS for a free and simple search tool to research financial professionals.

Conversation Starters - following are additional questions for retail investors to ask a financial professional and start a conversation about relationships and services:

- ***Given my financial situation, should I choose an investment advisory service? Why or why not?***
- ***How will you choose investments to recommend to me?***
- ***What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?***
- ***Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?***
- ***How might your conflicts of interest affect me, and how will you address them?***
- ***As a financial professional, do you have any disciplinary history? For what type of conduct?***
- ***Who is my primary contact person? Is he or she a representative of an investment adviser or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?***

Additional Information

Additional information about our investment advisory services can be found on our web site: www.KyleFinancial.com or feel free to call (414)-359-2020 for up-to-date information or to request a copy of this Client Relationship Summary.